

Message Text

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72

ACTION PM-07

INFO OCT-01 ARA-16 ISO-00 EUR-25 MC-02 ACDA-19 SS-20 SPC-03

EB-11 IGA-02 AID-20 OMB-01 TRSE-00 CIAE-00 INR-10

NSAE-00 PA-04 RSC-01 USIA-15 PRS-01 DRC-01 /159 W

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R 192110Z JAN 74

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 7209

INFO SECDEF

JCS

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DIA

USCINCSO

USARSO

C O N F I D E N T I A L SANTIAGO 302

E.O. 11652: GDS

TAGS: MASS, CI

SUBJECT: TOW ANTI-TANK MISSILE

1. J.F. GRECO AND R.J. MARTELL OF HUGHES AIRCRAFT CO.
CALLED ON ME ON MAJUARY 16. THEY WERE DEPARTING CHILE AFTER
HAVING PRESENTED UNCLASSIFIED BRIEFING FOR CHILEAN ARMY
KEY STAFF OFFICERS AND UNIT COMMANDERS IN THE SANTIAGO AREA
ON THE CAPABILITIES OF THE TOW ANTI-TANK MISSILE SYSTEM.

2. THE HUGHES REPRESENTATIVES REPORTED THE FOLLOWING:

A. GENERAL PINOCHET, CINC CHILEAN ARMY AND PRESIDENT OF THE
JUNTA, HAS EVIDENCED A KEEN PERSONAL INTEREST IN THE TOW
SYSTEM.

B. ABOUT 70 SENIOR OFFICERS OF THE CHILEAN ARMY, INCLUDING
EIGHT GENERALS, ATTENDED THE UNCLASSIFIED BRIEFING. GENERAL
URBINA, CHIEF OF STAFF AND GENERAL BONILLA, MINISTER OF INTERIOR
DIRECTOR OF LOGISTICS WERE AMONG THOSE IN ATTENDANCE.

C. THE ARMY MISSION OF CHILE IN WASHINGTON IS EXPECTED TO
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QUERY DOD SHORTLY ON PRICE AND AVAILABILITY OF TOW SYSTEM AND

REQUEST DETERMINATION OF AVAILABLE FINANCING.

D. THE CHILEAN ARMY IS VERY MUCH CONCERNED ABOUT PUBLISHED REPORTS ON RECENT DELIEVERY OF SOVIET TANKS TO PERU. THEY VIEW THE TOW ANTI-TANK MISSILE SYSTEM AS A "MUST HAVE" ITEM.

E. THE ESTIMATED DOLLAR AMOUNT OF THE PROPOSED PURCHASE PACKAGE WILL BE APPROXIMATELY \$15 MILLION.

F. THE CHILEANS WILL PROBABLY REQUEST SHORTLY AN IN-COUNTRY EVALUATION OF THE TOW MISSILE SYSTEM. I AM TOLD THAT THIS PACKAGE COSTS \$40,000 AND INCLUDES SIX MISSILES, ONE U.S. ARMY TECHNICIAN, TWO HUGHES AIRCRAFT CO. TECHNICIANS, AND U.S. ARMY LOANED EQUIPMENT.

G. THE CHILEAN ARMY IS NEGOTIATING TO BUY AN UNDISCLOSED NUMBER OF FRENCH "LAMA" HELICOPTERS.

THOMPSON

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